

**COMPETENCIES  
EMPLOYEE SELF-ASSESSMENT**

**CON 104 – FUNDAMENTALS OF CONTRACT PRICING**

<b>CON 104</b>	<b>Competency</b>	<b>Yes</b>	<b>No</b>	<b>Work Description/Justification</b>
1	Given market data and the nature of the marketplace, describe the key elements necessary to determine the price objective and approaches that are fair and reasonable.			
2	Given a purchase request containing the Independent Government Estimate, use market research to estimate a proper price level that is fair and reasonable.			
3	Given acquisition histories, market research data, and the requirement, determine actions that increase price competition.			
4	Given the requirement and proposal(s) received, determine the need for additional price-related information so that only the minimum amount of information is requested.			
5	Using the solicitation and several offers, apply price-related factors to determine the lowest evaluated price.			

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6	Given the evaluated prices, use the appropriate type(s) of information and quantitative techniques (indexing, cost-volume-profit (CVP) analysis, cost estimating relationships (CER), regression, and improvement curves) to develop a reasonable price objective.			
7	Given a reasonable price objective, determine the difference(s) between that price and the offeror's proposed price, so that a fair and reasonable price can be determined.			
8	Given bids, determine the decision that can be made so that a fair and reasonable price can be determined.			
9	Given evaluated prices, apply the price-related decisions to make an award determination.			
10	Given the situation, describe actions required for documentation.			
11	Given the contractor's market conditions, relate definitions and terms applicable to costs so that a cost analysis can be performed.			

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12	Given market research and the solicitation requirements, determine the need for cost or pricing data, or information other than cost or pricing data, so that you have sufficient information to establish reasonableness of cost/price.			
13	Given proposed costs, classify those costs as allowable, unallowable, or allowable with restrictions, in accordance with the factors affecting cost allowability.			
14	Given market research, proposed information from offerors, and input from the acquisition team, select the information that supports cost analysis.			
15	Given market research and the offeror's work design, determine price reasonableness so that it supports cost analysis.			
16	Given market research and proposed information from the offeror(s), develop a pre-negotiation position on direct material costs, direct labor, other direct costs, indirect costs, facilities capital cost of money, and profit or fee that is fair and reasonable.			

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17	Given the environment of a buyer and seller, describe general negotiation concepts necessary to negotiate a fair and reasonable price.			
18	Using a proposal, input from technical and audit experts (if applicable), a cost/price analysis, and a competitive range determination, conduct exchanges to establish a pre-negotiation position.			
19	Using a proposal, input from technical and audit experts (if applicable), a cost/price analysis, and a competitive range determination, prepare for negotiations.			
20	Given a negotiation situation, apply negotiation techniques to negotiate a fair and reasonable price.			
21	Given a negotiation situation, apply win/win bargaining tactics to negotiate a fair and reasonable price.			
22	Given a negotiation situation, use appropriate nonverbal communication and interpret nonverbal cues used by others in negotiating a fair and reasonable price.			

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23	Given a solicitation, proposal, technical and audit reports, evaluation criteria, and the negotiation plan for discussions, apply results of the discussion so that the Source Selection Authority (SSA) can determine the best value for the Government.			
24	Given a proposal, technical and audit reports, and the negotiation plan for a noncompetitive situation, apply tactics to accomplish the Government's negotiation of a fair and reasonable price.			